

## Message Text

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PAGE 01 JAKART 16283 170713Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
----- 040049 /20

R 170448Z DEC 76  
FM AMEMBASSY JAKARTA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8303  
AMEMBASSY BANGKOK  
AMEMBASSY KUALA LUMPUR  
AMEMBASSY SINGAPORE  
AMCONSUL MEDAN  
AMCONSUL SURABAYA  
AMCONSUL HONG KONG

UNCLAS JAKARTA 16283

E.O. 11652: N/A  
TAGS: BEXP, ID  
SUBJ: FY 1978 PROMOTION SCHEDULE FOR SOUTHEAST ASIA: TEXTILE EQUIP-  
MENT TECHNICAL SALES SEMINAR, JANUARY 1978

REF: A) USDOC 20188, B) BANGKOK 32727

1. WE BELIEVE THAT INDONESIAN FIRMS WILL REQUIRE IN MEDIUM TERM SIGNIFICANT AMOUNTS OF MODERN TEXTILE EQUIPMENT TO SATISFY GROWING DEMAND AND TO COMPETE AGAINST IMPORTS. WE REMAIN CONFIDENT THAT U.S. TEXTILE EQUIPMENT SUPPLIERS CAN SECURE SIGNIFICANT SHARE OF THE MARKET AS THE TEXTILE INDUSTRY EXPANDS. WE ALSO CONTINUE TO BELIEVE THAT A TECHNICAL SALES SEMINAR IS AN APPROPRIATE PROMOTIONAL VEHICLE FOR HELPING U.S. SUPPLIERS GAIN A GREATER SHARE OF THE MARKET.

2. WE MUST, HOWEVER, POINT OUT THAT AT MOMENT DOMESTIC TEXTILE INDUSTRY IS IN A SLUMP IN PART BECAUSE OF OVER-INVESTMENT IN RECENT PAST AND IN PART BECAUSE OF INTENSE COMPETITION FROM IMPORTS. WE EXPECT INDUSTRY WILL HAVE  
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RECOVERED FROM ITS PRESENT RECESSION BEFORE TECHNICAL SALES SEMINAR PROPOSED FOR JANUARY 1978. IF RECOVERY OCCURS WHEN EXPECTED, SEMINAR SHOULD BE WELL TIMED. HOWEVER, IF FOR REASONS NOT NOW APPARENT RECOVERY IS DELAYED, IT MAY BE DIFFICULT TO GENERATE STRONG INTEREST IN SEMINAR.

3. WE NOTE EMBASSY BANGKOK SUGGESTION THAT FEASIBILITY  
OF TECHNICAL SALES SEMINAR BE EXAMINED SIX MONTHS  
PRIOR TO PLANNED JANUARY 1978 DATE. WE ALSO BELIEVE  
THAT QUESTION OF SEMINAR SHOULD BE REVIEWED IN MID-1977  
NOT SO MUCH TO ASSESS ITS FEASIBILITY AS TO DECIDE  
TIMING FOR MAXIMUM EFFECTIVENESS IN LIGHT OF CURRENT  
MARKET CONDITIONS.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Reference:** 76 BANGKOK 32727  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** schwenja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 22 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <22 JUN 2004 by chengls>; APPROVED <30 AUG 2004 by schwenja>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** FY 1978 PROMOTION SCHEDULE FOR SOUTHEAST ASIA: TEXTILE EQUIP- MENT TECHNICAL SALES SEMINAR, JANUARY 1978  
**TAGS:** BEXP, ID  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006